SOLVED EXAMPLES

1. Which of the following is/are not a/the characteristic(s) of a group?
   (i) It consists of two or more individuals who perceive themselves as belonging to the group.
   (ii) It is a collection of individuals who have common motives and goals.
   (iii) It is a collection of individuals who are interdependent.
   (iv) It is a collection of individuals whose interactions are very unstructured and do not have any rules.
   (a) Only (iii) (b) Both (i) and (iv)
   (c) Only (iv) (d) Both (ii) and (iii)

Ans. (c)

2. Which of the following terms best represents a collection of people who may be present at a place/ situation by chance?
   (a) Team (b) Crowd
   (c) Audience (d) Group

Ans. (b)

3. Which of the following terms best describes a collection of people who often have complementary skills and are committed to a common goal or purpose. Members are mutually accountable for their activities. In teams, there is a positive synergy attained through the coordinated efforts of the members?
   (a) Team (b) Crowd
   (c) Audience (d) Group

Ans. (a)

4. Which of the following terms best describes a collection of people who have assembled for a special purpose, for eg. to watch a cricket match or a movie?
   (a) Team (b) Crowd
   (c) Group (d) Audience

Ans. (d)

5. Which of the following is/are the difference(s) between teams and groups?
   (i) In groups, performance is dependent on contributions of individual members. In teams, both individual contributions and teamwork matter.
   (ii) Teams are larger than groups.
   (iii) In groups, the leader or whoever is heading the group holds responsibility for the work. However in teams, although there is a leader, members hold themselves responsible.
   (iv) Groups are structured by norms whereas teams are unstructured and don't follow any norms.
   (a) Only (ii) (b) Both (i) and (iii)
   (c) Only (iv) (d) All of the above

Ans. (b)

6. Which of the following is a difference between audiences and mobs?
   (a) Audiences are generally passive but sometimes they go into a frenzy and become mobs. In mobs, there is a definite sense of purpose. There is polarization in attention. Mob behaviour is characterized by homogeneity of thought and behaviour as well as impulsivity.

SHOUT
SHARE
IT

(b) An audience is a collection of people who have assembled for a special purpose, whereas mobs don't have a sense of purpose.
(c) Audiences are generally very active whereas mobs are quite passive.
(d) An audience is characterized by homogeneity of thought and behaviour as well as impulsivity, whereas mobs are not.

Ans. (a)

7. Identify which terms best represent the following collections of people.
(i) A collection of players playing football representing India in the international football matches.
(ii) People watching a cricket match from the stand.
(iii) A large no. of people gathered at the site of the accident in the middle of the road.
(iv) One's friend circle.
(a) Group, Audience, Crowd, Team
(b) Team, Crowd, Audience, Group
(c) Team, Audience, crowd, Group
(d) Team, Group, Group, Group, Group

Ans. (c)

8. Which of the following is/are the reasons that people join groups?
(i) Groups satisfy one's social and psychological needs such as a sense of belongingness, giving and receiving attention, love, and power through a group.
(ii) Group membership provides knowledge and information and thus broadens our view.
(iii) Groups provide feelings of self-worth and establish a positive social identity.
(iv) When we are alone, we feel insecure. Groups reduce this insecurity.
(a) (i), (iii) and (iv) (b) Both (i) and (iii)
(c) (i), (ii) and (iv) (d) All of the above

Ans. (d)

9. Which of the following conditions facilitate the interaction required for the formation of groups?
(a) Similarity
(b) Proximity
(c) Common motives and goals
(d) All of the above

Ans. (d)

10. Which of the following is/are the correct explanation(s) given by psychologists to explain why we like people who are similar to us?
(i) People prefer consistency and like relationships that are consistent.
(ii) When we meet similar people, they reinforce and validate our opinions and values, we feel we are right and thus we start liking them.
(a) Only (i) (b) Only (ii)
(c) Both (i) and (ii) (d) Neither (i) nor (ii)

Ans. (c)

PRACTICE QUESTIONS

1. Which of the following is the correct order for stages of group formation?
(a) Forming, storming, norming, performing, adjourning
(b) Forming, norming, performing, storming, adjourning
(c) Norming, forming, storming, performing, adjourning
(d) Storming, norming, forming, performing, adjourning

2. Which of the following are the correct reasons why Deepti joined a particular group of friends in her college?
(i) Being a part of this group, she feels a sense of comfort and also feels less vulnerable to any threats.
(ii) The group helps her in achieving some goals which she cannot attain on her own.
(iii) Her friends make her feel loved.
(iv) The group enhances her self-concept because most of her friends in this group are quite popular.
(a) (ii), (iii) and (iv)
(b) (i), (iii) and (iv)
(c) Only (ii) and (iv)
(d) All of the above

3. Which of the following stages of group formation is characterized by intragroup conflict?
(a) Norming (b) Storming
(c) Forming (d) Adjourning

4. Which of the following stages of group formation involves developing rules related to group behaviour, which leads to the development of a positive group identity?
(a) Norming (b) Storming
(c) Forming (d) Performing

5. Which of the following stages of group formation is characterized by a great deal of uncertainty about the group, the goal, and how it is to be achieved, and in which people try to know each other and assess whether they will fit in?
(a) Norming (b) Storming
(c) Forming (d) Performing

6. Which of the following stages of group formation may be the last stage of development for some groups, and involves the group moving towards achieving the group goal?
(a) Norming (b) Adjourning
(c) Forming (d) Performing

7. Which of the following stages of group development is not present for all groups but only for some, and in which once the function is over, the group is disbanded, for example in the case of an executing committee for a short-term government mission?
(a) Norming (b) Adjourning
(c) Storming (d) Performing

8. Which of the following statements is not true about the stages of group development?
(a) Sometimes several stages go on simultaneously.
(b) All groups always proceed from one stage to the next in a systematic manner.
(c) Sometimes groups may go back and forth through the various stages.
(d) Sometimes groups may just skip some of the stages.

9. Which of the following terms best describes members' interaction in the group showing regularities in distribution of tasks to be performed, responsibilities assigned to members, and the prestige or relative status of members?
(a) Groupthink
(b) Minimal group paradigm
(c) Group structure
(d) Group polarisation

10. Which of the following are elements of group structure?
(i) Norms
(ii) Cohesiveness
(iii) Roles
(iv) Status
(a) Both (i) and (iii) (b) Both (ii) and (iv)
(c) (i), (iii) and (iv) (d) All of the above

11. Which of the following elements of group structure is defined as socially defined expectations that individuals in a given situation are expected to fulfill?
(a) Norms (b) Cohesiveness
(c) Roles (d) Status

12. Which of the following elements of group structure is defined as expected standards of behaviour and beliefs established, agreed upon, and enforced by group members?
(a) Norms
(b) Cohesiveness
(c) Roles
(d) Status

13. Which of the following elements of group structure refers to the relative social position given to group members by others?
(a) Norms (b) Cohesiveness
(c) Roles (d) Status

14. Which of the following statements best describes the "cohesiveness" element of group structure?
(a) It includes the socially defined expectations that individuals in a given situation are expected to fulfill.
(b) It refers to the togetherness, binding, or mutual attraction among group members.
(c) It represents shared ways of viewing the world.
(d) It refers to the relative social position given to group members by others.

15. Which of the following statements best describes the term "groupthink"?
(a) It is the tendency of groups to work together to achieve shared goals.
(b) It is the mode of thinking in which the desire to reach unanimous agreement overrides the wish to adopt proper, rational, decision-making procedures.
(c) It is the reduction in individual effort when working on a collective task, i.e. one in which outputs are pooled with those of other group members.
(d) It is the technique of beginning with a large request and when this is refused, requesting for something smaller, the thing that was actually desired, which is usually granted by the person.

16. Swissair airline was once so financially solvent that people referred to it as the "Flying Bank." However, they began to believe they were invulnerable and as a result of failing to question poor decisions and gross mismanagement. There was a lack of expertise, people from similar backgrounds / norms and pressure to conform. All this led to the collapse of the airline. Which of the following social phenomena led to the collapse of Swissair?
(a) Social loafing (b) Social facilitation
(c) Groupthink (d) Compliance

17. Which of the following social phenomenons is a consequence of extreme cohesiveness in groups?
(a) Social loafing
(b) Groupthink
(c) Bystander effect
(d) Fundamental attribution error

18. Which of the following is not true for primary and secondary groups?
(a) Primary groups are pre-existing formations which are usually given to the individual whereas secondary groups are those which the individual joins by choice.

(b) In a primary group, there is a face-to-face interaction, members have close physical proximity, and they share warm emotional bonds.
(c) In the primary group, boundaries are less permeable, i.e. members do not have the option to choose its membership as compared to secondary groups where it is easy to leave and join another group.
(d) Primary groups always have a leader whereas secondary groups never have a leader.

19. Identify which of the following groups are primary groups and which are secondary groups.
(i) Caste
(ii) Political party
(iii) Trade union
(iv) Family
(a) Primary groups - Caste and Family, Secondary groups - Political party and Trade union
(b) Primary groups - Caste and Political party, Secondary groups - Family and Trade union
(c) Primary groups - Political party,Trade union, Caste and Family, Secondary groups - None
(d) Primary groups - None of the above, Secondary groups - Caste, Family, Political Party and Trade union

20. Which of the following is/are not true for formal and informal groups?
(i) The functions of a formal group and the roles to be performed by group members are explicitly stated whereas functions of informal groups and roles of members are not stated explicitly.
(ii) The formation of formal groups is based on some specific rules or laws and members have definite roles. There are a set of norms which help in establishing order. On the other hand, the formation of informal groups is not based on rules or laws and there is close relationship among members.
(iii) Formal groups are those groups which are formed only in workplaces whereas informal groups are formed in informal settings like a park, restaurant etc.
(iv) Members of a formal group don't perceive themselves as belonging to the group whereas members of an informal group perceive themselves as belonging to the group.
(a) Only (ii) (b) Only (iv)
(c) Both (iii) and (iv) (d) Both (i) and (ii)

21. Which of the following is/are true for Ingroup and Outgroup?
(i) The term 'ingroup' refers to one's own group, and 'outgroup' refers to another group.
(ii) An ingroup is a type of group in which people can enter easily, and an outgroup is a type of group in which people cannot enter easily.
(iii) Members of the ingroup are closer to each other compared to the closeness between members of the outgroup.
(iv) Persons in the ingroup are generally supposed to be similar, are viewed favourably, and have desirable traits. Members of the outgroup are viewed differently and are often perceived negatively in comparison to the ingroup members.
(a) Only (i) (b) Both (i) and (iv)
(c) Both (ii) and (iii) (d) All of the above

22. Identify which of the following groups are formal groups and which are informal groups.
(i) Government
(ii) University
(iii) Church
(iv) Friend circle
(a) Formal groups - Government and University, Informal groups - Church and Friend circle
(b) Formal groups - Government and Church, Informal groups - University and Friend circle
(c) Formal groups - Government and University and Church, Informal group - Friend circle
(d) Formal groups - Government, University, Church and Friend circle, Informal groups - None

23. Meetu is part of the debating club in her college. She is participating in a debate competition against the debating club of another college nearby.
Which of the following options correctly identifies the ingroup(s) and outgroup(s)?
(a) Ingroup - debating club of her college, Outgroup - debating club of another college
(b) Ingroup - debating club of another college, Outgroup - debating club of her college
(c) Ingroup - debating club of her own college and the other college, Outgroup - None
(d) Ingroup - None, Outgroup - debating club of her own college and the other college

24. Who gave the five stages of group formation - forming, storming, norming, performing and adjourning?
(a) Muzafer Sherif (b) Tuckman
(c) Henri Tajfel (d) Solomon Asch

25. Which of the following statements best describes the social phenomenon called "social loafing"?
(a) It is the tendency for people's performance to improve in the presence of others, or an audience.
(b) It is a mode of thinking in which the desire to reach unanimous agreement overrides the wish to adopt proper, rational, decision-making procedures.
(c) It is a psychological phenomenon whereby people do something primarily because other people are doing it, regardless of their own beliefs, which they may ignore or override.
(d) It is a reduction in individual effort when working on a collective task, i.e. one in which outputs are pooled with those of other group members.

26. Latane and his associates asked a group of male students to clap or cheer as loudly as possible as they (experimenters) were interested in knowing how much noise people make in social settings. They varied the group size; individuals were either alone, or in groups of two, four and six. The results of the study showed that although the total amount of noise rose up, as size increased, the amount of noise produced by each participant dropped. In other words, each participant put in less effort as the group size increased.
Which of the following social phenomenons was demonstrated by Latane and his associates in this experiment?
(a) Social facilitation (b) Groupthink
(c) Social loafing (d) Conformity

27. Which of the following are reasons for the occurrence of social loafing?
(i) Motivation of members decreases because they realize that their contributions will not be evaluated on an individual basis.
(ii) Belonging to the group is not important for members.
(iii) Group members feel less responsible for the overall task being performed and therefore exert less effort.
(iv) The performance of the group is not to be compared with other groups.
(v) There is improper coordination (or no coordination) among members.
(vi) All the members of the group are lazy.
(a) (i), (ii), (iii), (iv) and (v)
(b) Both (i) and (iii)
(c) (ii), (iv) and (v)
(d) All of the above

28. Which of the following is/are not a/the strategy/ strategies which can be used to reduce social loafing?
(i) Increasing the apparent importance or value of a task.
(ii) Reducing group cohesiveness.
(iii) Making the efforts of each person identifiable.
(iv) Making people feel that their individual contribution is important.
(v) Increasing the pressure to work hard (making group members committed to successful task performance).
(a) Both (ii) and (v) (b) Both (iii) and (iv)
(c) Only (ii) (d) Only (i)

29. Vivek, the team leader of a team at Deloitte, notices that usually when he is brainstorming with his team, people hardly come up with ideas compared to when he asks them for ideas to each of them individually. Or they just chime in to shoot down another person's idea.
Vivek, who has some knowledge of psychology, understands that this is due to social loafing and then he begins thinking of ways to reduce this in his team, so that his team can work more efficiently and effectively.
Which of the following strategies can be used by Vivek to reduce social loafing in his team?
(i) Vivek starts appreciating individual team members for their own ideas.
(ii) Vivek keeps repeating that they need to work much harder in order for the project to be successful.
(iii) Vivek also organizes some team building exercises to help the team members bond better.
(iv) Vivek tells his team members that if the project is successful, they could all be promoted.
(a) Both (i) and (iv) (b) Only (ii)
(c) (ii), (iii) and (iv) (d) All of the above

30. Which of the following social phenomena best describes the strengthening of the group's initial position as a result of group interaction and discussion?
(a) Fundamental attribution error
(b) Group polarization
(c) Social facilitation
(d) Compliance

31. Multiple studies have shown that jury members in civil trials as a group often decided on punitive damage awards larger or smaller than they would have chosen individually. The studies found that people who favored lower punitive damage awards wound up voting for an even lower award after group discussions; likewise, for higher amounts.
Which of the following social phenomena is being represented in the above example?
(a) Fundamental attribution error
(b) Group polarization
(c) Social facilitation
(d) Obedience

32. Which of the following is not a reason for the occurrence of Group Polarization?
(a) Belonging to the group is not important for members. It is only an aggregate of individuals.
(b) In the company of like-minded people, one is likely to hear newer arguments favoring your viewpoints. This will make you more favorable towards capital punishment.
(c) When one finds people having similar views, one is likely to perceive them as an ingroup. You

start identifying with the group, begin showing conformity, and as a consequence your views become strengthened.
(d) People do something primarily because other people are doing it, regardless of their own beliefs, which they may ignore or override (bandwagon effect).

33. Which of the following statements best describes the term "social influence"?
(a) The tendency for people's performance to improve in the presence of others, or an audience.
(b) The processes through which we notice, interpret, remember, and later use social information.
(c) It refers to those processes whereby our attitudes and behaviours are affected by the real or imagined presence of other people.
(d) Information from other people that one is loved and cared for, esteemed and valued, and part of a network of communication and mutual obligation.

34. Which of the following options correctly states the 3 forms of social influence as given by Kelman?
(a) Compliance, Identification and Inter-nalization
(b) Conformity, Compliance and Obedience
(c) Conformity, Social inhibition and Social facilitation
(d) Situationism, social loafing and Groupthink

35. Which of the following terms best describes a form of social influence in which one or more persons, not holding authority, accepts direct requests from one or more others?
(a) Group polariation (b) Obedience
(c) Compliance (d) Internalization

36. Which of the following cases of compliance are examples of public conformity?
(i) Deepika's friends request her to join them in a protest against the construction of a metro near their college, since because of it, now the area around their college is very crowded and there is a lot of noise in their college because of the metro running. Deepika thinks that the metro is extremely beneficial for students who come from very far and don't have cars and it is beneficial for the development of the city as a whole. But she agrees to join in the protest because her friends asked her to do so.
(ii) A member of a community group for "cancer prevention" asks Medha to put a sticker on her scooty that says "Say no to Styrofoam food containers". Medha agrees to do so but not because of a group norm or because she personally believes that styrofoam is carcinogenic, but because she sees no harm or problem in putting such a sticker on your scooty. At the same time, she finds it easier to say 'yes' rather than 'no' to such a harmless request.
(a) Both (i) and (ii) (b) Only (i)
(c) Only (ii) (d) Neither (i) nor (ii)

37. Which of the following forms of social influence according to Kelman is a process based on agreement-seeking or identity-seeking?
(a) Compliance (b) Internalization
(c) Obedience (d) Identification

38. Which of the following forms of social influence according to Kelman is a process based on information-seeking?
(a) Compliance (b) Internalization
(c) Obedience (d) Identification

39. Which of the following types of social influence involves confirming behaviour in reaction to the commands of others?
(a) Obedience
(b) Conformity
(c) Compliance
(d) Internalization

40. Which of the following types of social influence involves individuals changing their attitudes or behaviour in order to adhere to existing social norms?
(a) Obedience
(b) Group Polarization
(c) Conformity
(d) Internalization

41. Identify which forms of social influence are being used in the examples below, according to the types of social influence given by Kelman.
(i) Louis Vuitton got Rihanna to sign a contract with them to sell luggage and cosmetics. Louis Vuitton did this because it realized that people want to be like Rihanna so they'll buy the same products that she wears.
(ii) In advertisements of toothpastes, generally Dentists are featured instead of celebrities, because of their credibility when it comes to dental health. They persuade the consumers using rational arguments to change their attitudes and behaviour.
(iii) We stop at a red light because there's a red-light camera there, because we know that if we don't stop, we're going to get a ticket.
(a) (i) - Identification, (ii) - Internalization, (iii) - Compliance
(b) (i) - Internalization, (ii) - Identification, (iii) - Compliance
(c) (i) - Compliance, (ii) - Internalization, (iii) - Identification
(d) (i) - Identification, (ii) - Compliance, (iii) - Internalization

42. Which of the following are the correct reasons for conformity?
(i) In general, people feel uncomfortable if they are considered 'different' from others. Behaving in a way that differs from the expected form of behaviour may lead to disapproval or dislike by others, which is a form of social punishment. This is something that most people fear, often in an imagined way.
(ii) Norms provide information to members of a group about what is expected of them in specific situations. This makes the whole situation clearer, and allows both the individual and the group to function more smoothly.
(iii) The norm is seen as reflecting the views and beliefs of the majority. Most people believe that the majority is more likely to be right rather than wrong.
(a) Both (i) and (ii) (b) Only (iii)
(c) Only (i) (d) All of the above

43. Who among the following carried out the pioneering experiments on conformity?
(a) Albert Bandura and Henri Tajfel
(b) Muzafer Sherif and Solomon Asch
(c) Fritz Heider and Leon Festinger
(d) Carl Jung and Sigmund Freud

44. Who demonstrated the autokinetic effect?
(a) Solomon Asch (b) Irving Janis
(c) Muzafer Sherif (d) Henri Tajfel

45. Which of the following types of social influence was being tested in the autokinetic effect experiment conducted by Muzafer Sherif and length of line experiment conducted by Solomon Asch?
(a) Compliance (b) Conformity
(c) Obedience (d) Social loafing

46. Which of the following terms represents the phenomenon that takes place when the eye looks at a stationary, bright light in the dark for a long time, and after a period of time, the light appears to move, but really is not?
(a) Ponzo illusion
(b) Autokinetic effect
(c) Muller-Lyer illusion
(d) The negative photo illusion

47. Which of the following are determinants of conformity?
(i) Nature of the task
(ii) Size of the minority
(iii) Personality
(iv) Size of the group
(v) Public or private expression of behaviour
(a) (i), (iii) and (v) (b) Both (ii) and (iv)
(c) Only (i) (d) All of the above

48. What are the two types of influences because of which conformity takes place?
(a) Informational influence and normative influence
(b) Foot-in-the-door technique and obedience
(c) Door-in-the-face technique and obedience
(d) Normative influence and Personal influence

49. An experiment was conducted in which participants were seated in a dark room. The participants were asked to concentrate on a point of light. After watching this point of light, each person was asked to estimate the distance through which the point had moved. This kind of judgment had to be made over a number of trials. After each trial, the group was given information about the average distance judged by the members. It was observed that on subsequent trials, subjects modified their judgments in a way that made them more similar to the group average. The interesting aspect of this experiment was that the point of light actually did not move at all.
Who conducted the above experiment and which form of social influence is being tested in this experiment?
(a) Solomon Asch, Obedience
(b) Muzafer Sherif, Obedience
(c) Muzafer Sherif, Conformity
(d) Solomon Asch, Compliance

50. An experiment was conducted in which a group of seven persons participated in a "vision test". There was actually only one true subject. The other six participants were associates of the experimenter, or 'confederates' as they are called in social psychology. These confederates were given instructions to give specific responses. This was not known to the true subject. All participants were shown a vertical line (standard line) that had to be compared with three vertical lines of different lengths, A, B, and C (comparison lines). Participants had to state which of the comparison lines, A, B, or C, was equal to the standard line.When the experiment began, each participant, by turn, announced her/his answer. The first five persons gave wrong answers (as they had been instructed to do so). The true subject's turn came last-but-one in each round. So the true subject had the experience of 5 persons giving incorrect answers before her/him. The answers were to be given publicly. There were twelve trials. It was observed that 67 per cent subjects gave the same incorrect answer as the majority.
Who conducted the above experiment and which form of social influence is being tested in this experiment?
(a) Solomon Asch, Conformity
(b) Muzafer Sherif, Obedience
(c) Muzafer Sherif, Conformity
(d) Solomon Asch, Compliance

51. In quiz shows on television, when a contestant is at a loss for the correct answer to a question, s/he may opt for an audience opinion, the person most often tends to choose the same option that the majority of the audience chooses.
Which of the following forms of social influence is being demonstrated in this example, and what is the most likely reason for the occurrence of the same?
(a) Compliance, contestant believes that the majority is likely to be right.
(b) Conformity, contestant believes that the majority is likely to be right.
(c) Obedience, audience has an authoritative position and has instructed the contestant to give a particular answer.
(d) Compliance, contestant likes the audience.

52. People often worry about what other people will say about their behaviour. Hence people generally behave according to others' expectations from them, or according to the rules set by the society.
Which of the following types of social influence is being demonstrated here and what is the most likely reason for the occurrence of the same?
(a) Conformity, fear of disapproval or dislike by others
(b) Compliance, people feel confused in most social situations and therefore norms make things clearer for them and help them function smoothly.
(c) Obedience, the norm is seen as reflecting the views and beliefs of the majority and most people believe that majority is more likely to be right than wrong.
(d) Conformity, people feel confused in most social situations and therefore norms make things clearer for them and help them function smoothly.

53. Which of the following statements best summarizes the influence of size of the group on conformity?
(a) Conformity is always greater when the group is small compared to when it's large.
(b) Conformity is always greater when the group is larger.
(c) Conformity is greater when the group is small because it is easier for a deviant member (one who does not conform) to be noticed in a small group. However, in a large group, if there is strong agreement among most of the members, this makes the majority stronger, and therefore, the norm is also stronger. In such a case, the minority member(s) would be more likely to conform because the group pressure would be stronger.
(d) Conformity does not depend on the size of the group.

54. Which of the following statements best describes the influence of the size of minority on conformity in a group?
(a) Conformity does not depend on the size of the minority in a group.
(b) Conformity increases with the increase in the size of the minority in the group.
(c) Conformity decreases with the increase in the minority size in the group.
(d) Conformity sometimes increases and sometimes decreases with the increase in the minority size in the group.

55. Which of the following statements correctly describes the relationship between conformity in a group and the nature of the task?
(a) In situations where there is either a correct or an incorrect answer, conformity would be more likely compared to situations where answers can vary widely without any answer being correct or incorrect.
(b) Conformity is more likely in situations where answers can vary widely without any answer being correct or incorrect, compared to situations where there is something like a correct or an incorrect answer.
(c) Conformity does not depend on the nature of the task.
(d) None of these

56. Which of the following statements correctly describes how public and private expression of behaviour influences conformity?
(a) Conformity is more likely when there is public expression of behaviour instead of private expression.
(b) Conformity is more likely when there is private expression of behaviour instead of public expression.
(c) Conformity doesn't depend on public or private expression of behaviour.
(d) None of these

57. Identify whether the following people are less or more likely to conform?
(i) Ruchi is a very intelligent girl who has a very high self-esteem. She always takes a stand when she thinks something wrong is going on in front of her and she always confidently voices out her opinions.
(ii) Mayank has a very low self-esteem. He is very introverted, and never shares his opinion with anyone else. He also has stage fright. Mayank is unable to ask anyone for what he needs or wants.
(a) Ruchi is more likely to conform than Mayank.
(b) Mayank is more likely to confirm than Ruchi.
(c) Ruchi and Mayank are both highly likely to confirm.
(d) Neither Mayank, nor Ruchi are likely to conform.

58. In which of the following situations is a person more likely to conform?
(i) Going to a French restaurant for the first time and not knowing how to use the cutlery.
(ii) Voting by secret ballot
(a) A person is more likely to conform in situation (ii) than in situation (i).
(b) Conformity is highly unlikely in both the situations i) and ii)
(c) Conformity is more likely in situation (i) than in situation (ii)
(d) Conformity is equally likely in both the situations (i) and (ii)

59. Considering the nature of the task, in which of the following situations is conformity more likely?
(i) Participants in Sherif's experiment on the Autokinetic Effect which required them to estimate the distance through which the point of light had moved in a dark room.
(ii) Participants in Asch's experiment which required them to state which of the comparison lines, A, B, or C, was equal to the standard line.
(a) Conformity is more likely in situation (ii) than in situation (i)
(b) Conformity is equally likely in both the situations (i) and (ii)
(c) Conformity is highly unlikely in both the situations (i) and (ii)
(d) Conformity is more likely in situation (i) than in situation (ii)

60. In Asch's experiment, in a later trial, if one more true subject was added who gave the correct answer, what would happen to the conformity shown by the original true subject?
(a) It would remain the same.
(b) It would increase.
(c) It would decrease.
(d) None of these

61. Read the examples below and identify the type of influence because of which conformity is taking place in each situation.
(i) In Sherif's autokinetic effect experiment on conformity, when interviewed later, the participants said that they conformed because they were not sure of the answer and they looked to the other participants for guidance.
(ii) In Asch's line experiment on conformity, when interviewed later, most of them said that they did not really believe their conforming answers, but had gone along with the group for fear of being ridiculed or thought "peculiar.
(a) (i) - Normative influence, (ii) - Informational influence
(b) (i) - Informational influence, (ii) - Normative influence
(c) (i) - Informational influence, (ii) - Infor-mational influence
(d) (i) - Normative influence, (ii) - Normative influence

62. Which of the following statements best describes the foot-in-the-door technique?
(a) The person begins by making a small request that the other person is not likely to refuse. Once the other person carries out the request, a bigger request is made.
(b) The person begins with a large request and when this is refused, he/she later requests for something smaller, the one that was actually desired, which is usually granted by the person.
(c) In this technique, a 'last date' is announced until which a particular product or 'an offer' will be available. The aim is to make people 'hurry' and make the purchase before they miss the rare opportunity.
(d) This technique takes advantage of people's tendency to "latch on" to information, allowing that information to warp their perceptions of future situations—even those unrelated to the original information.

63. Which of the following statements best describes the door-in-the-face technique?
(a) The person begins by making a small request that the other person is not likely to refuse. Once the other person carries out the request, a bigger request is made.
(b) The person begins with a large request and when this is refused, he/she later requests for something smaller, the one that was actually desired, which is usually granted by the person.
(c) In this technique, a 'last date' is announced until which a particular product or 'an offer' will be available. The aim is to make people 'hurry' and make the purchase before they miss the rare opportunity.
(d) This technique takes advantage of people's tendency to "latch on" to information, allowing that information to warp their perceptions of future situations—even those unrelated to the original information.

64. Which of the following statements best describes the deadline technique?
(a) The person begins by making a small request that the other person is not likely to refuse. Once the other person carries out the request, a bigger request is made.
(b) The person begins with a large request and when this is refused, he/she later requests for something smaller, the one that was actually desired, which is usually granted by the person.

(c) In this technique, a 'last date' is announced until which a particular product or 'an offer' will be available. The aim is to make people 'hurry' and make the purchase before they miss the rare opportunity.

(d) This technique takes advantage of people's tendency to "latch on" to information, allowing that information to warp their perceptions of future situations—even those unrelated to the original information.

65. Who conducted the famous shock experiment on Obedience?

(a) Irving Janis (b) Muzafer Sherif
(c) Stanley Milgram (d) Solomon Asch

66. An experiment was conducted in which the participants were informed that they were participating in an experiment to study the effects of punishment on learning. The experiment was conducted on pairs. One person in each pair was the "learner", whose work was to memorize pairs of words. The other participant was the "teacher", who would read these words aloud and punish the learner when s/he made errors by giving her/him shock. The learner would make errors according to prearranged instructions. The teacher was asked to deliver a shock each time the learner made errors. The teacher was further told to increase the strength of the shock each time the learner made an error. In reality, no shocks were given. The instructions were so arranged that the teacher was faced with a dilemma — should s/he continue shocks even when they were increasingly painful? The experimenter kept on motivating the teacher to continue. In total, 65 percent of the participants did what they were told to the full extent i.e. they administered shocks of the highest level i.e. 450 volts to the learner.

Which of the following forms of social influence is being demonstrated in the experiment above?

(a) Obedience (b) Compliance
(c) Conformity (d) Group Polarization

67. Which of the following are the reasons why most people obey commands from authority figures even when they know that their behaviour is harming others?

(i) Authority generally possesses symbols of status (e.g., uniform, title) which people find difficult to resist.

(ii) Many times, events are moving at such a fast speed, for example in a riot situation, that one has no time to think, just obey orders from above.

(iii) People obey because they feel that they are not responsible for their own actions, they are simply carrying out orders from the authority.

(iv) Authority gradually increases commands from lesser to greater levels and initial obedience binds the followers for commitment. Once you obey small orders, slowly there is an escalation of commitment for the person who is in authority and one starts obeying bigger orders.

(a) Only (i) (b) Only (iii)
(c) (i), (iii) and (iv) (d) All of the above

68. Which of the following statements best describes the term "cooperation"?

(a) A situation in which members try to maximize their own benefits and work for the realization of self interest

(b) A situation in which groups work together to achieve shared goals.

(c) A situation where people help each other out in their separate tasks to get individual rewards.

(d) The tendency for people's performance to improve in the presence of others, or an audience.

69. Which of the following statements best describes the term "competition"?

(a) A situation in which members try to maximize their own benefits and work for the realization of self interest.

(b) A situation in which groups work together to achieve shared goals.

(c) A situation in which people are violent towards each other.

(d) A situation in which there is a social restraint on one's conduct.

70. Which of the following are true about competitive goals and cooperative goals?

(i) Competitive goals are set in such a way that each individual can get her/his goal only if others do not attain their goals.

(ii) A cooperative goal, is one in which each individual can attain the goal only if other members of the group also attain the goal.

(a) Only (i) (b) Only (ii)
(c) Both (i) and (ii) (d) Neither (i) nor (ii)

71. Prisoner's dilemma is used as a test of which of the following?

(a) Conformity and obedience
(b) Cooperation and competition
(c) Social loafing and social facilitation
(d) Foot-in-the-door technique and door-in-the-face technique

72. Which of the following is not a determinant of cooperation and competition?

(a) Public or private expression of behaviour
(b) Reciprocity
(c) Interpersonal communication
(d) Reward structure

73. Identify whether cooperation or competition is likely to result in the following situations.

(i) Sales employees in a company are informed that three employees who manage to make the top three no. of sales separately in the given month will receive promotions.

(ii) All the consultants in a consultant firm are told that if they give excellent performance in the current project, the client will give a huge money prize to the company which will be equally divided between all the consultants.

(iii) A mother has been able to bake only one pie due to lack of baking ingredients. She then tells one of her sons who is present in the kitchen at the time that she can either give him and his brother half a pie each, or she can see who cleans their room faster and that person will get the whole pie. Raju, one of the sons, then tries to decide which option he should choose. Raju recalls that in the past, his brother has generally not shared anything with him and has never chosen the option where both get something.

(iv) Two countries want to include the city on the border in their own territory.The situation is creating some tensions between the two countries because of which the presidents of the two countries decide to meet and talk to each other. They meet and discuss the situation, understanding and relating to each other's concerns and where they are coming from.

(a) (i) - cooperation, (ii) - competition, (iii) - competition, (iv) - cooperation
(b) (i) - competition, (ii) - cooperation, (iii) - competition, (iv) - competition
(c) (i) - cooperation, (ii) - cooperation, (iii) - cooperation, (iv) - competition
(d) (i) - competition, (ii) - cooperation, (iii) - competition, (iv) - cooperation

74. Which of the following statements best defines social identity?

(a) It is that aspect of our self-concept which is based on our group membership.

(b) It is that aspect of our identity which is based on personal attributes.

(c) It is that aspect of our identity which includes our interpersonal relationships with our family members.

(d) It includes the processes through which we notice, interpret, remember, and later use social information.

75. Read the assertion and reason statements given below and choose the correct alternative from the options that follow.

Assertion : Social identity helps us to coordinate and regulate our attitudes and behaviour.

Reason : Social identity provides us with a shared set of values, beliefs and goals about ourselves and about our social world.

(a) Assertion is true but the reason is false.
(b) The assertion as well as the reason are false.
(c) Both the assertion and the reason are true and reason is the correct explanation for the assertion.
(d) The assertion is false but the reason is true.

76. Which of the following are not the major reasons for intergroup conflicts?

(i) A feeling that the other group does not respect the norms of my group, and actually violates those norms because of a malevolent intent.

(ii) When acting in groups, people are more competitive as well as more aggressive than when they are on their own. Groups compete over scarce resources, both material resources, e.g. territory, and money as well as social resources, e.g. respect and esteem.

(iii) Relative deprivation.

(iv) Biased perceptions - feelings of 'they' and 'we'.

(a) Only (iv) (b) Only (ii)
(c) Both (i) and (iii) (d) None of the above

77. Which of the following are the consequences of intergroup conflict as identified by Deutsch?

(i) Each side tries to increase its own power and legitimacy. As a consequence, the conflict gets escalated, shifting from a specific issue to much larger issues.

(ii) Groups start magnifying their differences and start perceiving their behaviour as fair and the other's behaviour as unfair.

(iii) Communication between the groups becomes poor.

(iv) Hardening of ingroup opinion, explicit threats directed at the outgroup, each group retaliating more and more, and other parties also choosing to take sides, leading to escalation of conflict.

(a) Only (i) (b) Both (ii) and (iv)
(c) Only (iii) (d) All of the above

78. Which of the following strategies cannot be used to resolve intergroup conflicts?

(i) Altering perceptions
(ii) Increasing intergroup contacts
(iii) Redrawing group boundaries
(iv) Negotiations
(v) Introducing competitive goals whereby the groups compete with each other to achieve the goals separately.
(vi) Respect for other group's norms
(vii) Structural solutions - for eg. redistributing the societal resources according to principles based on justice.

(a) Only (ii) (b) Both (iii) and (iv)
(c) Only (v) (d) Only (vii)

79. Which of the following conflict resolution strategies was used by Muzafer Sherif in his Summer Camp Experiments, which was a Journey from Ingroup Formation to Intergroup Competition and Finally Intergroup Cooperation?
(a) Introducing superordinate goals
(b) Increasing respect for other group's norms
(c) Negotiations
(d) Structural solution

80. Two companies sell the same products. They are competing fiercely to take on the full market for the products of only their brands. This is leading to huge losses for both the companies, because due to the competition, they end up giving discounts and offers to the consumers which they can't afford. Each company decides to take on the market only in some decided areas, some areas taken up by one company and others taken up by the other company.
Which of the following conflict resolution strategies has mainly been used by the two companies in the above example?
(a) Introducing superordinate goals
(b) Negotiations
(c) Redrawing group boundaries
(d) Increasing intergroup contacts

In a school, class 11 has 3 sections. The school organized a debate competition for class 11 where all the 3 sections were to compete against one another. While participating in the debate competition and even after the competition is over, all the 3 sections become quite hostile towards each other, calling the students in the other sections names etc. In order to reduce this hostility between the sections, their English teacher decided to get them to participate in an inter-school debate competition which was going to be held in a week. To present their school in this inter-school competition, the students from all the 3 sections had to cooperate and work together. They helped each other. As a result of this, the feelings of hostility between the sections reduced.
Which of the following conflict resolution strategies has mainly been used by the English teacher to resolve the conflict between the 3 sections in the example above?
(a) Altering perceptions
(b) Negotiations
(c) Introducing superordinate goals
(d) Structural solutions - for eg. redistributing the societal resources according to principles based on justice.

82. Who among the following developed the Minimal group paradigm to know the minimal conditions for intergroup behaviour?
(a) Henri Tajfel and his colleagues
(b) Solomon Asch and his colleagues
(c) Muzafer Sherif
(d) Irving Janis

83. Which of the following is not a principle of justice identified by research?
(a) Equality (allocating equally to everyone)
(b) Desire (allocating according to the intensity of desire experienced by someone for something)
(c) Need (allocating on the basis of needs)
(d) Equity (allocating on the basis of contributions of members)

7. Social Influence and Group Processes

1. (a)	2. (d)	3. (b)	4. (a)	5. (c)	6. (d)	7. (b)	8. (b)	9. (c)	10. (d)
11. (c)	12. (a)	13. (d)	14. (b)	15. (b)	16. (c)	17. (b)	18. (d)	19. (a)	20. (c)
21. (b)	22. (c)	23. (a)	24. (b)	25. (d)	26. (c)	27. (a)	28. (c)	29. (d)	30. (b)
31. (b)	32. (a)	33. (c)	34. (a)	35. (c)	36. (b)	37. (d)	38. (b)	39. (a)	40. (c)
41. (a)	42. (d)	43. (b)	44. (c)	45. (c)	46. (b)	47. (d)	48. (a)	49. (c)	50. (a)
51. (b)	52. (a)	53. (c)	54. (c)	55. (b)	56. (a)	57. (b)	58. (c)	59. (d)	60. (c)
61. (b)	62. (a)	63. (b)	64. (c)	65. (a)	66. (d)	67. (b)	68. (a)	69. (c)	70. (b)
71. (a)	72. (d)	73. (a)	74. (d)	75. (d)	76. (d)	77. (c)	78. (a)	79. (b)	80. (c)
81. (a)	82. (b)	83. (b)							